

# **Advancing Universal Health Coverage in Indonesia: A Private Sector Case from OneMed**

## **PT Jayamas Medica Industri Tbk (OMED IJ)**

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INSPIRE Health Forum 2025

*July 2025*

# EXECUTIVE SUMMARY



PT Jayamas Medica Industri Tbk (OMED or "The Company") founded in early 2000s. Since then, OMED has become a **market leader** in the Indonesian medical equipment and supplies market with a diverse product offering product portfolio consists of around **3,550 Active SKUs**, supported by a **wide-reaching distribution network, which spans across 514 cities and 34 provinces** in Indonesia.

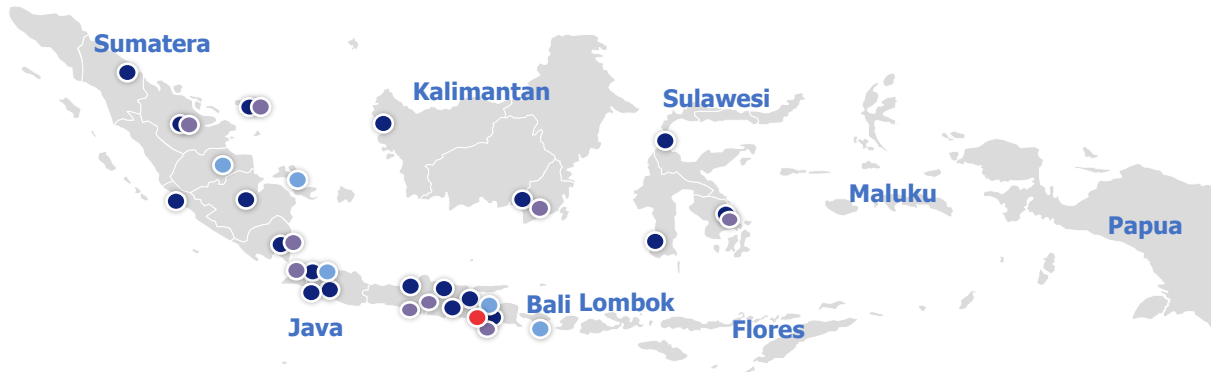
## Product Category:

<b>Disposable and Consumables</b> 	<b>Antiseptic and Dialysis</b> 	<b>Diagnostic and Equipment</b> 	
<b>Walking Aids &amp; Rehab Care</b> 	<b>Woundcare</b> 	<b>Biotechnology &amp; Lab</b> 	<b>Hospital Furniture</b> 

## Supported with various number of brands:

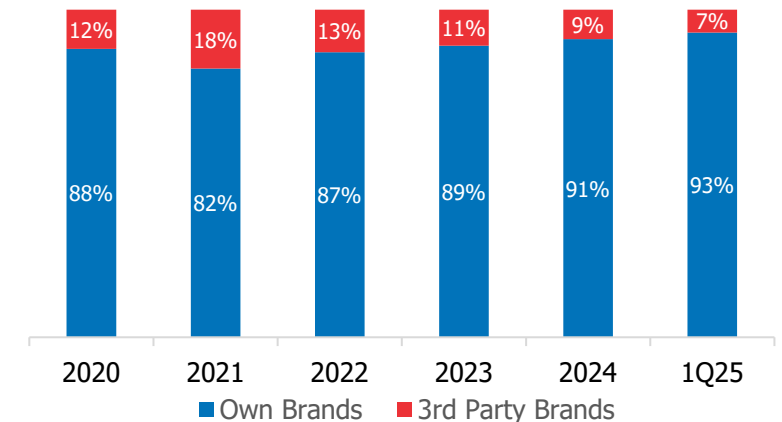
**OneMed Own Brands:**

## We serve all customers across Indonesia:



- 1 National Distribution Center
- 23 Branch offices and warehouses
- 12 Sales offices
- 28 Omnichannel Stores

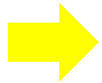
## Growth Driven by Own-Brand Focus:



# Supporting UHC with Local Content and Government Integration



INDONESIAN  
GOVERNMENT



Government  
Hospitals



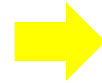
BPJS Kesehatan  
Badan Penyelenggara Jaminan Sosial



ecatalogue  
e-katalog.lkpp.go.id



Lembaga Kebijakan  
Pengadaan Barang/Jasa Pemerintah



**1000+ products > 40%**  
Locally Manufactured Products (TKDN)

**KRIAN**  
2002



- Focus in Syringes Production

**MOJOAGUNG**  
2016



- Requires in Heavy Workers Production

**BATANG**  
2024



- Focused in Fabrication Material (Gauze)

OneMed support Universal Health Coverage (UHC) by providing 1,000+ medical products with >40% local content (TKDN) through the government's e-Katalog system, reimbursed by BPJS Kesehatan. This ensures accessible healthcare while strengthening local industry.

# Supporting UHC through Scale & Affordability



N SYRINGE 3 ML LUER LOCK WITH NEEDLE 23GX1-1/4INCH (32MM)

Katalog Sektoral Fasilitas Kesehatan Sektoral Kemenkes

Verified Vendor

Rp 999,00 Unit Pengukuran Pcs

Stok Produk : Hubungi Penyedia

Product 1 (Imported):  
IDR 9.990.000.000



**10.000.000 pcs**  
for Monthly Purchase



STERE DISPOSABLE SYRINGE 3 ML

4815001000-FKS-189156848

Katalog Sektoral Fasilitas Kesehatan Sektoral Kemenkes

Verified Vendor

Rp 55.722,00 Unit Pengukuran Box (isi 100 Pcs)

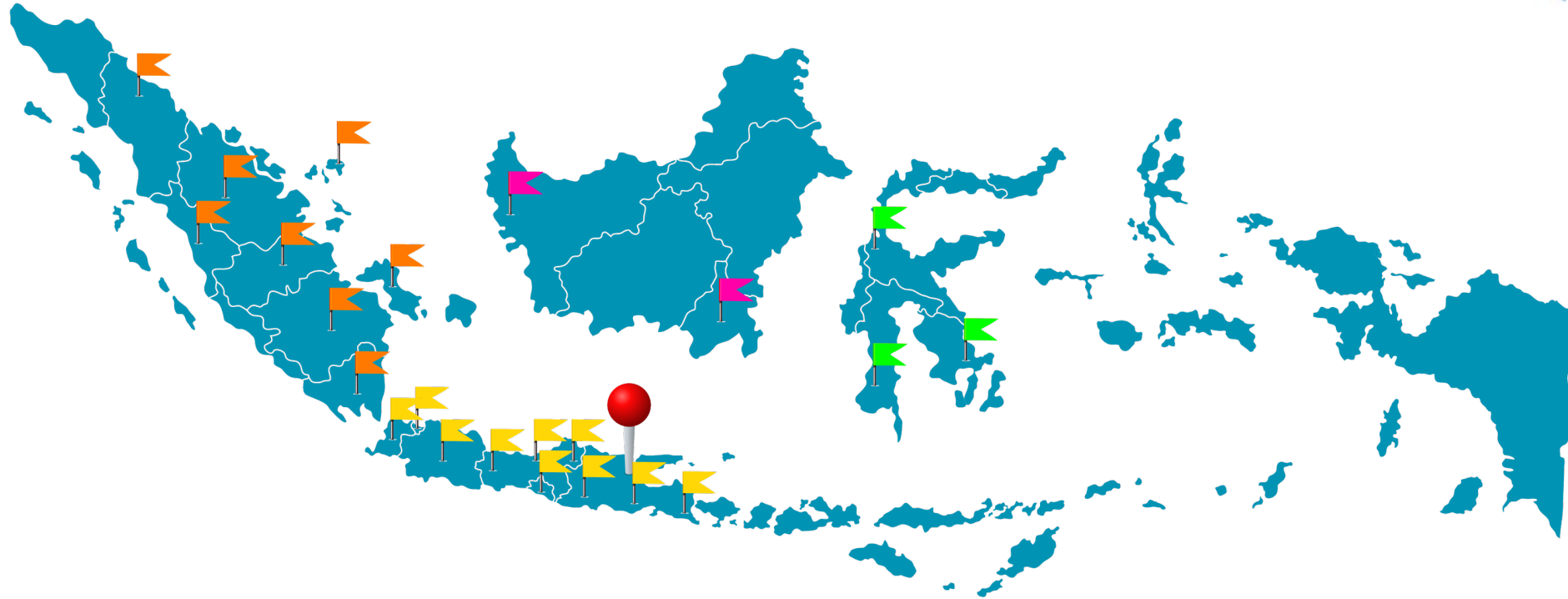
Stok Produk : Hubungi Penyedia

Product 2 (OneMed) :  
IDR 5.572.200.000  
TKDN (Local Content Requirement Compliance)

Then the price **SAVING** is  
**IDR 4.417.800.000**

Our product innovation delivers significant cost efficiency at scale, enabling healthcare providers to reduce procurement costs without compromising quality. This positions us as a strategic partner in advancing affordable healthcare across Indonesia.

# Our Branches



 **Sumatera**

Lampung  
Palembang  
Jambi  
Medan  
Batam  
Pekanbaru  
Babel  
Padang

 **Jawa**

*Jawa Timur*  
Surabaya  
Malang  
Jember  
Kediri  
Sidoarjo  
Madiun  
Banyuwangi

*Jawa Tengah &  
DI Yogyakarta*

Solo  
Semarang  
Purwokerto  
DI Yogyakarta

*Jawa Barat &  
DKI Jakarta*

Bandung  
Bogor  
Jakarta  
Depok  
Tangerang  
Bekasi

 **Kalimantan**

Pontianak  
Banjarmasin

 **Sulawesi**

Makassar  
Palu  
Kendari

# Enabling UHC through Strong Public–Private Partnerships



## Prominent Customer Profile

Trusted by

PRIVATE



GOVERNMENT



15,000+  
institutions

Our healthcare provider customers are integrated with...



**BPJS Kesehatan**  
Badan Penyelenggara Jaminan Sosial

...supporting the national agenda for Universal Health Coverage.

**OneMed's Diversified Revenue Structure Reflects Low Concentration Risk and Resilient Business Fundamentals.**

# ESG Implementation

## ENVIRONMENTAL

### Enhancing Energy Efficiency through Solar Panel Installation



#### Location :

1. Krian **954 pcs = 2577 sqm**
2. Mojoagung **259 pcs = 700 sqm**

## SOCIAL

### Collaborating with the Indonesian Red Cross (PMI) to Maintain Blood Supply



#### Blood Donation Program (CSR Initiative)

- Part of the Company's ongoing Corporate Social Responsibility (CSR) efforts.
- Conducted regularly throughout the year.
- Held at OneMed-Medicom retail stores in multiple cities.

## GOVERNANCE

### Stakeholder Visit as a Commitment to Transparency



#### Stakeholder Visit

- Invited stakeholders to production facilities in Krian and Mojoagung.
- Demonstrated commitment to transparency and accountability.
- Included direct discussion session with management.
- Aimed to build long-term trust with investors and stakeholders.

# THANK YOU

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PT Jayamas Medica Industri Tbk (OMED IJ)

# CONTACT US

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